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MASTER PLAN to focus on terminal need



\$1.2 million study also examines closing North-South runway

Stressing the importance of quality air transport to the regional economy, Mayor Jim Baca recently kicked off the Sunport's Master Plan Update.

The 20-month process will evaluate the air-transport needs of the city and state for the next 20 years. Notably, one focus of the \$1.5 million effort

is determining whether more passenger terminals will be needed.

"If you visit the Sunport at any of the airline 'rush hours,' you know this terminal is getting pretty crowded," says Jay Czar, Albuquerque's Aviation Director. "It's time to take a look at our future needs so we can plan accordingly."

The current terminal was designed to serve 8 million passengers a year. The Sunport now serves about 6.2 million passengers a year.

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INSIDE

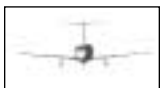
Eclipse Aviation

Startup Eclipse Aviation decided to locate its operations here, first in temporary facilities at the Sunport and then at a new factory at Double Eagle II Airport.

The company expects to create 2,000 high-paying new jobs by 2007.

See story on page 2.





Albuquerque's airports helped the city realize an economic-development tour de force this summer. Startup Eclipse Aviation decided to locate its operations here, first in temporary facilities at the Sunport and then at a new factory at Double Eagle II Airport.

The company expects to create 2,000 new jobs by 2007.

"It's just great we landed this company. We get a lot of good-paying jobs, plus Albuquerque will be known as the home of a company spearheading an aviation revolution," says Albuquerque Mayor Jim Baca. "The public relations value is enormous."

The mayor also says Eclipse likely will stimulate more economic development around Double Eagle II. "We want that airport to be a center for high-paying jobs."

The company is enthusiastic about its new home.

"We're proud to call Albuquerque home," Eclipse President and CEO Vern Raburn says. "Albuquerque's reputation for technological innovation, the caliber of its workforce and its exceptional quality of life made it our first choice."

Eclipse will begin production of "personal jets" in the former AFOTEC/DESA facilities at the Sunport. Already, about 20 people are working in temporary offices at the Sunport.

Deliveries of Eclipse's first jets are sched-

uled for 2003. Those will be built at the Sunport.

Higher-volume production will be at Double Eagle II. The company plans to start building its \$300 million campus in about two years.

Rapid growth in jobs will come as Eclipse expands its engineering team in Albuquerque and begins manufacture of its jet aircraft, Raburn says. "We're selling a revolutionary product that promises to be popular, so we expect to grow pretty rapidly."

The company expects to create 2,000 new jobs by 2007.

Eclipse picked Albuquerque after an extensive evaluation. The competition was between Albuquerque, Phoenix and Salt Lake City.

Details of the incentive package were not disclosed.

In announcing the selection, the company credited unwavering support from the City of Albuquerque, the city's Aviation Department, the State of New Mexico and the state Economic Development Department. A private organization, Albuquerque Economic Development, played a large role in the effort.

A key factor in the company's decision

was confidence in the city's ability to provide and recruit a quality workforce. "Albuquerque features a wealth of technical talent from resources such as Sandia National Laboratories, the Air Force Laboratories Philips Laboratory and the many aerospace companies with operations in New Mexico," Raburn says.

The effort to land Eclipse was months in the making. "It's a testament to collaboration and dedication by many different entities. It shows how competitive Albuquerque can be," Baca says.

An example of that teamwork is the Legislature's passage of a bill to exempt aircraft manufactured here from the gross receipts tax. House Speaker Raymond Sanchez carried that bill through the Legislature. Gov. Gary Johnson signed it into law.

Another example is New Mexico's congressional delegation pledging to secure federal funds for infrastructure development at Double Eagle II.

Albuquerque Economic Development President Gary Tonjes singled out several city and Sunport officials for praise: Chief Administrative Officer Lawrence Rael, Aviation Director Jay Czar, Sunport Manager of Engineering/Environmental Affairs Jim Hinde and city Economic Development Director Erik Pfeiffer. "Each of them deserves special recognition for their personal dedication to this success," Tonjes

Vision, know-how: the story of Eclipse



Truly revolutionary.

That's the only way to describe the products that Eclipse Aviation will offer. It's the only way to describe the potential effect of those products on general aviation. And it's the best way to describe the company itself.

Moreover, the company is attempting all this in an extremely short (by aviation industry standards) time frame. The first deliveries are scheduled for August 2003.

To say it's a daunting task is understatement. But the people involved in Eclipse are known for successes in fields as diverse as the nascent computer industry to automobile manufacturing to national defense.

The story of Eclipse really begins with work done by Williams International and its legendary founder, Dr. Sam Williams. Williams International is the leading supplier of small jet engines for the military and commercial markets.

During the 1970s, Dr. Williams developed a small turbine engine that made cruise missiles possible.

Enter NASA.

In 1996, NASA administrator Dan Goldin concluded that the once flourishing U.S. light aircraft industry could be rejuvenated by a NASA-sponsored small turboprop-engine development initiative. NASA conducted a competition.

Williams had taken the concepts behind the cruise technology and applied them to new types of jet engines. The result is engines that are simpler, more fuel-efficient and cheaper.

Williams International won the cooperative research-and-development program with NASA. Dr. Williams wanted to take his work a step further: To revolutionize the aviation industry with small, cheap jets.

Enter Vern Raburn.

The high-tech entrepreneur had a sterling record. He was Microsoft employee No. 18,

launching the Consumer Products Division. He went on to hold senior executive positions at Lotus Development, Symantec, Slate and the Paul Allen Group.

He's also an aviation buff of the highest order. He is currently a director of the Experimental Aircraft Association (famed for the Oshkosh, Wis., festival of aviation) and of Warbirds of America.

Williams and Raburn hooked up through mutual friends in 1996. Raburn then developed the concept of Eclipse Aviation, best described in his own words:

"Eclipse is using new technologies and innovative business practices to drive major change in the way that air transportation works in the United States. The EJ22 engine, developed by Williams International, is just one of three such technologies being deployed by Eclipse. We will also use high-volume, low-cost advanced manufacturing techniques to produce an airframe with vastly superior operating characteristics and extremely low operating costs. The techno-



www.eclipseaviation.com

logical leadership of the Eclipse 500 will be further enhanced by a fully integrated digital avionics and operations suite that will greatly enhance safety and reduce pilot load during operations.

"In addition to those technologies, we will be applying management principles from the high technology sector, creating a 'virtual corporation' that draws the best skills from wherever they exist and that partners with suppliers and others in the truest sense of the word. The result will be a series of aircraft that are affordable for the individual owner/operator pilot and that will foster the development of a completely new kind of commercial air travel, an air limousine."

Under a development contract, Williams will design and produce the powerful, highly efficient EJ22 turbofan engine for Eclipse. In addition, Williams will design, develop and certify both the aircraft and the company's production facilities in Albuquerque.

While Eclipse and its products are exciting, there are more than a few naysayers. After all, it is a startup company in an industry known for startup failure.

Yet Raburn has put together investors (\$60 million in initial financing with more

on the way).

The board of directors is more than impressive. In addition to Raburn, the directors include Chairman Harold Poling, retired chairman and CEO of Ford Motor Company; Dr. Sam Williams, chairman and CEO of Williams International; Kent Kresa, chairman, president and CEO of Northrop Grumman; and Alfred Mann, chairman and CEO of MiniMed.

Eclipse is getting attention, too. Both Forbes and Fortune have dedicated extensive coverage to the company. Aviation magazines feature the company regularly.

Perhaps most notably, the customers already are lining up. In May, more than 150 people put up \$155,000 deposits on the first Eclipse 500s. The first 18 months of production thus are sold.

"If there's ever a startup company that has a chance of succeeding, this is it," says Albuquerque Mayor Jim Baca. Baca was one of the principals in the effort to lure Eclipse to the Duke City.

"These people are dreamers with know-how," the mayor adds. "I think they'll succeed, and be a dream come true for Albuquerque." ■

THE ECLIPSE 500: AN OVERVIEW

LIST PRICE: \$837,500

Seating:

Five seats standard, with an optional six-seat configuration.

Avionics and electronics:

Full IFR capability
Full EFIS displays for PFD and MFD
Flight management system
3-axis auto pilot
Color weather radar
Dual VHF com
Dual VHF nav
Dual localizer and glide slope
Dual mode S transponder
Dual GPS, IFR enroute and approach certified
Dual AHRS with air data computer
Dual pitot static system
Certified for known icing
Air conditioning

Guaranteed performance specifications*:

Maximum cruise speed: 355 knots (410 mph) (+/-2.5%)
Stall Speed: 62 knots (+/- 4%)
Range, 4 occupants: 1,300 nautical miles (1,500 miles) (+/-5%)
Useful Load: 2,000 pounds (+/-2.5%)

* Max cruise speed is set at 4,100 lbs., ISA conditions. Range is measured at high-speed cruise, NBAA IFR 100 nm alternate, with a 200 lb. pilot and 170 lb. passengers.

ECLIPSE'S DESCRIPTION OF ITSELF:

Eclipse Aviation designs, certifies and produces modern, affordable jet aircraft that will revolutionize the transportation market. The company is applying revolutionary propulsion, manufacturing and electronics systems to produce aircraft which are significantly safer than those of today, that cost less than a fourth of today's small jet aircraft, are easy to operate, and that have the lowest cost of ownership ever achieved in an aircraft. The goal of Eclipse is to bring the word "personal" into aviation, making it possible for commercial air passengers to move directly between cities on a quick, affordable and convenient basis. It will also allow pilot owners to enter the world of jet-powered aviation. ■



Coffman Associates, the Kansas City, Mo.-based company drafting the update, will take a comprehensive look at likely passenger levels and other factors. Recommendations and priorities for a new terminal project would be based on those forecasts.

Another focus of the update is re-evaluating Runway 17-35. Airport neighbors long have complained about noise when what is commonly called the North-South runway is in use. In addition, Mayor Baca has pledged to address the noise issue.

A new terminal likely would sit on land now occupied by Runway 17-35, Czar says. "This is a logical development. By closing

the runway, we can remove a source of irritation for our neighbors while giving us room for terminal development and other critical facilities."

Commercial and military aircraft use the runway only during rare wind conditions. Czar notes the airport's takeoff and landing capacity drops when Runway 17-35 is in operation. The runway crosses three other runways that must close when it is in use.

Mayor Baca stresses the update is important to the entire state, not just the city.

"Companies look at air transport when deciding where to locate or expand businesses. We must have adequate facilities and

air service for New Mexico to thrive," the mayor says. The city owns and operates the Sunport. Yet it plays a central role in the economy of the entire state, Baca notes.

Stephen D. Coffman, president of Coffman Associates, says the changing economy is forcing adaptations at many airports. "The advent of e-commerce and just-in-time manufacturing has placed a premium on the need for air-cargo facilities," he says.

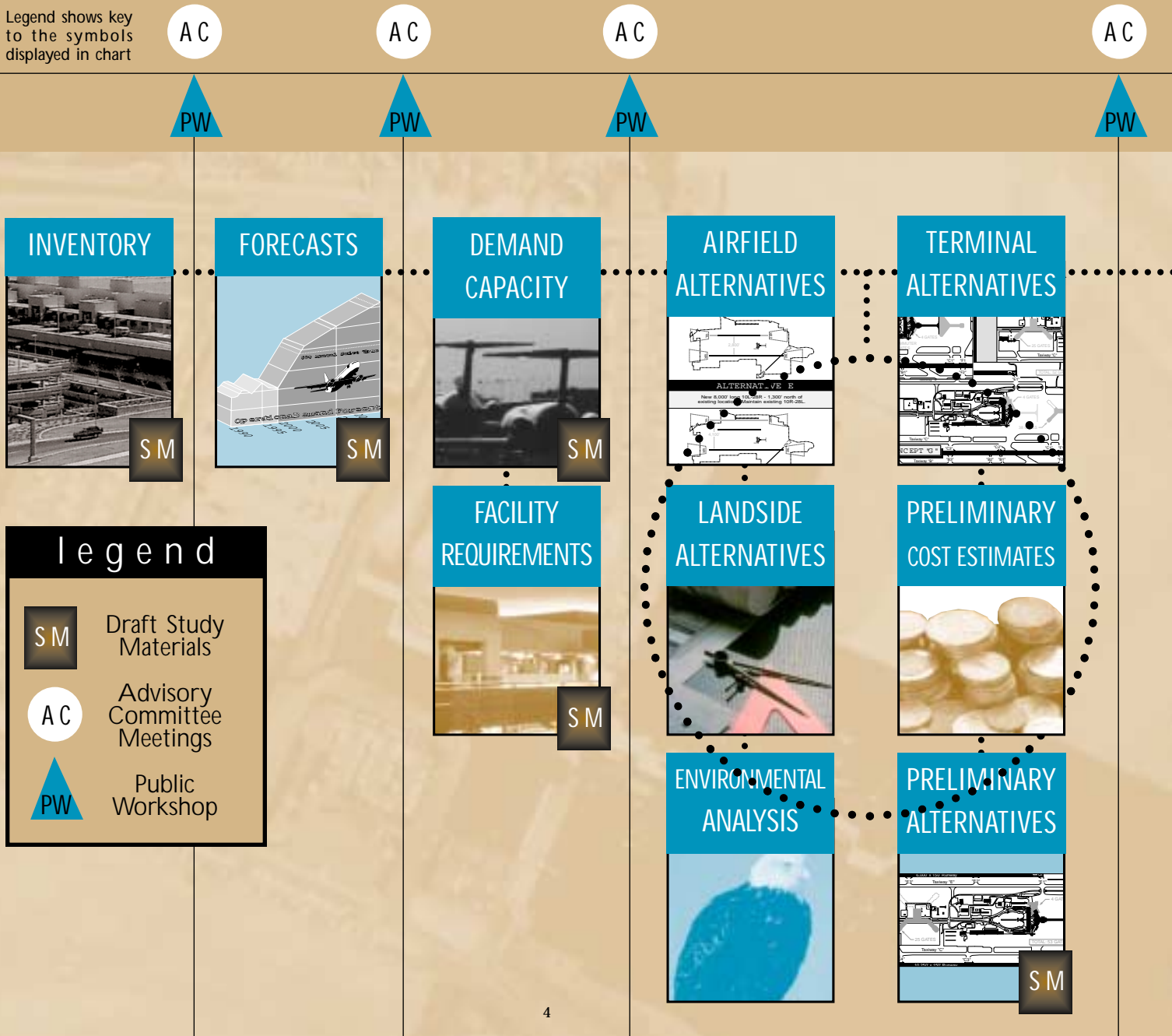
The consulting firm works with airports across the world. Coffman Associates drafted the Sunport's last update, which was approved in 1994.

In addition to forecasting passenger traf-



MASTER PLAN ELEMENTS AND PROCESS

Note: Legend shows key to the symbols displayed in chart



fic, Coffman Associates will project air cargo needs and airplane traffic. The firm then drafts recommendations about facilities for each type of service.

The study will include a comprehensive look at alternatives for providing needed facilities and services. Finally, a capital program will be developed, complete with cost estimates and a financial plan.

Public input in the update process is actively sought. "I hope many members of the community get involved in the update," Baca says. "The whole process was put together to allow extensive input at every step."

Public meetings to gather community sen-

timent already have begun. A community advisory committee will meet regularly with the update team. Working papers analyzing the Sunport will be available via the Internet (www.coffmanassociates.com).

Czar says most recommendations will be known by next June. More review and public input will continue after that.

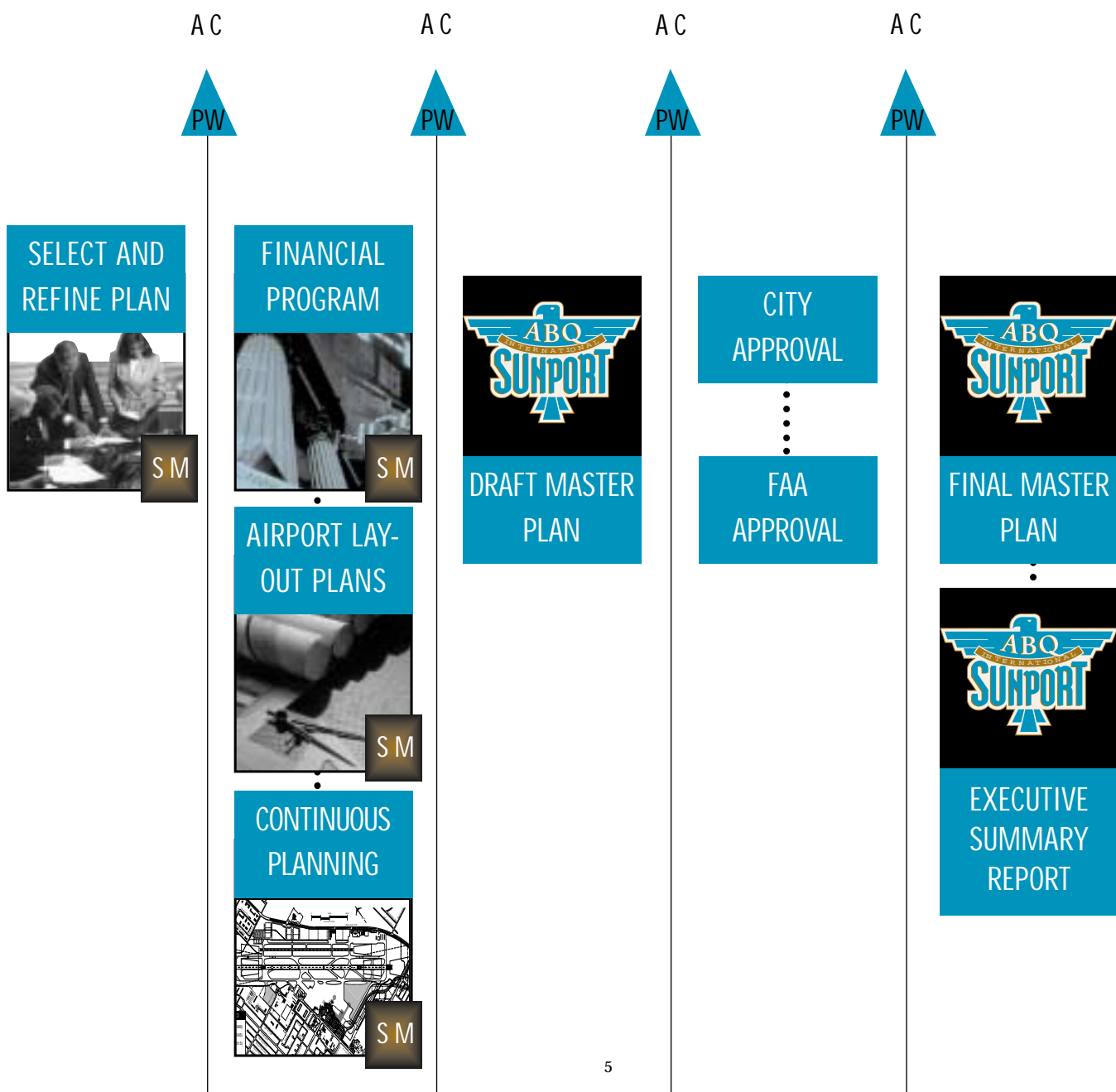
He notes that updating the Master Plan is a strategic necessity. The last update, which focused on runway and airfield needs, guided more than \$150 million in improvements during the last seven years. Projects included major airfield reconstruction, roadway development and land acquisition.

"Almost all the short-term recommendations of the last update were implemented," Czar says. "We need to remember, however, that the Master Plan is not an action plan. Actual decisions on new facilities would be made down the road."

The Federal Airport Improvement Program pays 84 percent of the cost of the study. This program, overseen by the Federal Aviation Administration, is the funding mechanism for many airport capital-improvement programs. Federal taxes on aviation activity pay for the program.

Czar stresses that city taxpayers will not be paying for the update or airport improve-

Continued to page 8



Rio Grande Air now serving Taos, Los Alamos and Durango!

The smallest of the airlines serving Albuquerque International Sunport continues to develop its niche of offering commuter service from ABQ to tourism and governmental destinations — Taos, Los Alamos and now Durango.

The airline began the twice-daily roundtrips to Durango on May 22. Already, the flights are filling up as word spreads, says Tim Wooldridge, chief executive officer of Rio Grande Air.

Wooldridge says connections between Durango and Albuquerque are a natural — the air alternatives are Denver and Phoenix. "If you're coming from the West, Phoenix makes sense. But if you're coming from Texas or the South, Denver is difficult because it's expensive and out of the way. With Albuquerque, you're at least going in the right direction," he says.

"In addition, you can connect with lots of relatively inexpensive Southwest Airlines flights in Albuquerque, which you can't get in Denver."

Another positive factor is that many people in New Mexico regularly travel to southwestern Colorado to visit vacation homes or take advantage of the numerous recreational opportunities there.

Rio Grande Air began its commercial service from ABQ about a year ago — and it's an understatement to say it was rough. Offering twice-daily roundtrips to Taos in summer as well as flights to Los Alamos, the airline had hoped to capitalize on ski season travel to Taos Ski Valley and governmental trips to Los Alamos.

New Mexico suffered one of its worst ski seasons ever during the winter, and the government cut back on travel reimbursements for Los Alamos National Lab. Then there was the little matter of the Los Alamos fires.

"It was not a bountiful year," Wooldridge says. "But



reaction to our service has been good and we're picking up."

Wooldridge likens Rio Grande Air's service to that of a limousine service. "We offer a first-class, scenic ride," he says of the Cessna Grand Caravan that services most of the plane's routes. A smaller Cessna T-207 serves as a backup.

Flight times are 30 minutes to/from Los Alamos to ABQ, 40 minutes to/from Taos and an hour to/from Durango.

Rio Grande Air also is unusual ("We call ourselves the Airline Different") in that it features fixed ticket prices. Roundtrips to Durango are always \$175. It's \$150 to Taos and \$130 to Los Alamos. One-way tickets cost half.

Flights to Durango leave at 8 a.m., arriving at 9 a.m. and returning to ABQ at 9:30 a.m. The afternoon flight leaves the Sunport at 4, arriving at 5 and departing for Albuquerque at 5:30 p.m.

The airline is looking to increase frequency on all routes as demand warrants, Wooldridge says. He notes that he expects bookings from Taos and Los Alamos to increase as work on Albuquerque's Big I interchange continues — people with flights at the Sunport will be less likely to want to drive through the construction.

Bookings are available over the airline's Web site (www.iflyrga.com) or by calling 1.877.IFLYRGA. The airline also is now available through most reservation services.

RGA Capt. David Sweeney with the airline's luxurious Cessna Grand Caravan.

30 MINUTES TO LOS ALAMOS • 40 MINUTES TO TAOS • ONE HOUR TO DURANGO

ments. The Sunport is a city enterprise, charging fees to aviation users to pay for operations.

The update team also includes Seattle-based NBBJ architectural and design firm to assist with terminal planning. Albuquerque's Molzen-Corbin Engineers will provide engineering and utility analysis. Dennis Parker, the Director of Planning and Development, is overseeing the project for the Sunport. ■



Mayor Jim Baca speaks about the Master Plan.

CHANGING EXHIBIT PROGRAM DEBUTS

Aviation Director Jay Czar and City Councilor Adele Hundley helped unveil an expansion of the Sunport Arts Program recently. The new exhibit case is located in the tunnel between the Sunport terminal and the parking garage — thousands will walk by the new display daily.

The first display in the 36-foot case is the New Mexico New Deal Traveling Photographic Exhibit made up of framed color photographs. The photographs are samples of Works Progress Administration public art throughout the state. The exhibit, which runs through Labor Day, is sponsored by the New Mexico New Deal Art Restoration Task Force.

Aviation Department staff conceived, planned and implemented the display cases project.

Aviation Director Jay Czar unveils the new exhibit case.



BOARD ANNOUNCES COMPETITION *for public art at rental facility*

The Albuquerque International Sunport and the Albuquerque Arts Board recently announced an open competition for the commission of a Public Art Project for the Albuquerque International Sunport Rental Car Facility.

The large-scale artwork/land design will be located outside the facility on what is now graveled land. The project amount is up to **\$100,000.**

The deadline for submissions is Sept. 29. For more information or to ask for a prospectus, contact Regina Chavez Chapman, Arts Program Manager,, 505.244.7779.

*April*

2 0 0 0	
Passenger total	525,566
Southwest Airlines	251,403
American	47,103
Delta	49,074
United	42,008
America West	36,323
TWA	32,848
Continental	28,238
Mesa	12,124
Northwest	14,608
Frontier	6,041
Skywest	5,183
Rio Grande Air	583
1 9 9 9	
Passenger total	516,893

May

2 0 0 0	
Passenger total	565,649
Southwest Airlines	269,082
Delta	55,574
American	50,470
United	44,380
America West	38,437
TWA	35,622
Continental	31,093
Northwest	14,884
Mesa	13,741
Frontier	6,497
Sky West	5,415
Rio Grande Air	454
1 9 9 9	
Passenger total	535,812

June

2 0 0 0	
Passenger total	584,206
Southwest Airlines	280,399
Delta	61,411
American	50,667
United	42,459
America West	38,731
TWA	37,363
Continental	31,757
Northwest	15,210
Mesa	13,365
Frontier	6,632
Sky West	5,413
Rio Grande Air	799
1 9 9 9	
Passenger total:	570,106

TOTAL PASSENGERS YTD

2000 3,070,952

1999 3,008,662

Percentage change over previous year 2.07%

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AVIATION DIRECTOR
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THE NEW SUNPORT NEWSLETTER

SUNPORT PUBLIC INFORMATION OFFICER: MAGGIE SANTIAGO
DESIGN AND WRITING: SIGNAL CREATIVE
PREPRESS: SIGNAL PREPRESS

web site: www.cabq.gov/airport

